

Message Text

SECRET

PAGE 01 AMMAN 06324 180211Z

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S E C R E T AMMAN 6324

EXDIS (HANDLE AS NODIS)

FOR UNDERSECRETARY SISCO MND ATHERTON FROM AMBASSADOR

C O R R E C T E D C O P Y (GARBLED THROUGHOUT)

E. O. 11652: XGDS-3

TAGS: PFOR, MASS, JO, US

SUBJECT: JORDAN HAWAKS

1. THIS TELEGRAM CONFIRMS TWO EARLIER TELECONS WITH ATHERTON
2. TEXT OF PRESIDENT'S LETTER REFTEL SHOWN TO RIFAI AS INSTRUCTED.
3. RIFAI REACTED NEGATIVELY TO EXPANDED ASSURANCES AND PARTICULARLY TO PARA ONE OUTLINING DELIVERY SCHEDULE. RECALLED KING'S EARLIER REPORTED RESERVATIONS WHICH HE MENTIONED HAD BEEN DISCUSSED WITH SECRETARY HERE AND SAID HE WAS CONVINCED KING COULD NOT ACCEPT. I POINTED OUT THAT SCHEDULE WAS PUT IN TO AVOID CONGRESSIONAL PRESSURE TO INCREASE DELIVERY TIMES. ALSO FOLLOWING CONSULTATION WITH ATHERTON, TOLD HIM THAT SCHEDULE WAS ONE WHICH HAD BEEN AGREED WITH JORDANIANS IN WASHINGTON AND IF JORDAN WANTED, WE WERE NOT SHUTTING DOOR TO FURTHER DISCUSSION OF DELIVERY TIMES.
4. WE ALSO DISCUSSED OTHER PARAGRAPHS OF LETTER TO WHICH RIFAI OBJECTED. AFTER SOME DISCUSSION I CONVINCED HIM THAT THESE WERE STANDARD PROVISIONS AND DID NOT REFLECT DISCRIMINATION AGAINST JORDAN.

5. RIFAI THEM PUT IN CALL TO KING IN AQABA. HE EXPLAINED WHAT

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LETTER PROVIDED IN TERMS WHICH I HAD CAST IT FOR HIM TELLING KING

THAT HE DID NOT THINK IT CHANGED BASIC SITUATION. KING THEN ASKED TO SPEAK WITH ME AND TOLD ME THAT ONLY RELUCTANTLY COULD HE ACCEPT THE REMAINDER OF THE LETTER, BUT THE PRESIDENT'S COMMITMENT TO CONGRESS ON THE DELIVERY SCHEDULE HE COULD NOT ACCEPT. I SPOKE FOR ABOUT TEN MINUTES OUTLINING FACT THAT WE WERE NOT FOREVER FORECLOSING ON DELIVERY SCHEDULE AND THAAT IT HAD BEEN PUT IN TO STILL CONGRESSIONAL PRESSURE FOR INCREASED LEAD TIMES. ALSO MENTIONED THAT WE HAD PREVIOUSLY AGREED ON THIS SCHEDULE AND THAT DATES PRESENTED REFLECTED THAT AGREEMENT. KING SAID THAT NEVERTHELESS HE HAD PUT US ON NOTICE THAT THIS WAS ONE POINT ON WHICH HE WANTED TO NEGOTIATE FURTHER AND PRECEDING DOING THAT BY LETTER FROM PRESIDENT SAYING WE WOULD "IMPLEMENT CONTRACT CONSISTENT WITH PRINCIPLALS" IN LETTER GAVE HIM NO COMFORT THAT THERE WAS ANY POSSIBILILTY THE QUESTION COULD BE DISCUSSED.

6. KING, AFTER OUR CONVERSATION AND MY URGING THAT HE CONSIDER TOTAL EFFECT OF ALLOWING ONE DAY'S PUBLICITY ON THIS POINT TO INTERRUPT SALE AND DISTURB OUR FUTURE RELATIONS, ASKED TO SPEAK TO RIFAI. WHEN RIFAI WAS FINISHED HE TOLD ME THAT WHILE THEY REALIZED HOW MUCH WE BOTH WANTED THE SALE THEY COULD NOT GO AHEAD ON THOSE CONDITIONS. KING FELT HE COULD NOT ACCEPT A LETTER WITH PARAGRAPH IN IT WHICH INCLUDED THE INFORMATION ON THE DELIVERY SCHEDULES. IT WAS WITH HEAVY HEART THEY WOULD HAVE TO TURN THE DEAL DDOWN.
PICKERING

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